



**Job Title:** Fleet Services Account Executive

**Job Location:** Roseville, Ca

**Job Profile:**

The Fleet Services Account Executive (AE) position is a sales position that is responsible for expanding our new Enterprise Fleet business within an assigned territory. The AE will focus on companies with fleets of 15-125 units, who have a strong need to out-source their fleet management services. The Account Executive will achieve sales goals through referrals & various forms of marketing & sales presentations that define the value of fleet management to key decision makers. The AE is responsible for influencing the buying decision, while exceeding the customer's expectations for service, knowledge & professionalism. They present our full services from vehicle acquisition, to leasing or financing, to maintenance management, to insurance management, to license & cycling and finally to disposal of the company's units. It is expected that a substantial portion of the AE's duties will be performed out of the office.

**Responsibilities:**

- AE is responsible for all aspects of closing new business
- Identifying the leads of companies that are in our niche through gaining referrals & National Association relationships
- Qualify prospects through additional research & personal contact
- Create a strategy to convince prospects of their need to learn about our services
- Conduct various meetings with our clients (initial & follow up "fact finds", presentations, closings & transitions)
- Build the initial relationship with decision makers & secure referrals
- Create custom fleet management solutions to facilitate closing the sale
- Continue involvement with the client after the transition on an as needed basis
- Uphold Enterprise standards for honesty & integrity
- Maintain a regular & reliable level of attendance & punctuality

**Qualifications:**

- Bachelor's degree (4 year degree, accredited university)
- Excellent written, verbal & communication skills—presentation skills
- Strong mathematical skills & reasoning ability
- Ability to explain a detailed lease, financial or other documentation
- Ability to influence/persuade others & gain acceptance/approval of innovative ideas & concepts
- Resilience & ability to handle set backs or rejection
- Knowledge of basic computer skills, standard office equipment & ability to learn appropriate software
- Must have a current & valid driver's license & maintain a satisfactory driving record

**Minimum Qualifications:**

- 1 year minimum of business-to-business outside sales experience (new business development/ hunting/ lead generation)
- Prefer if candidate has sold a service/ intangible sale (rather than product sales), as this is a very consultative, conceptual sale
- Prefer candidates who have sold to C-level decision-makers.
- Strong leadership ability, as Enterprise is seeking a candidate for this position who can be promoted to Area Manager within three years.

**Compensation:**

- Enterprise will look at candidate's W2's for last two years and work out a guarantee --typically 55-65K. Average first year is 55-85K
- Avg. 2nd year is 72K-105K
- Avg. 3rd yr. is 100K (Employee's compensation should increase by a minimum of 20-25K/year)
- Company car/ expense account/ cell phone/ private office
- Phenomenal training

**If you would like to apply to this position, please contact your Applicant Coordinator: If your last name begins with A-K call 916-854-3881 and if your last name begins with L-Z call 916-854-3882.**